

INFORMATION LETTER

Not for
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NATIONAL CANNERS ASSOCIATION

For Members
Only

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January 21, 1950

CANNERS, BROKERS, SUPPLIERS MEET FOR CONVENTION

75-Cent Minimum Wage To Be Effective January 25; Policy Covering Payments on Monthly Basis Announced

With the 75-cent statutory minimum wage scheduled to become effective January 25, the Wage and Hour Division this week announced an enforcement policy covering payments on a monthly basis.

If an employee is paid a regular monthly salary of \$130, or a regular semi-monthly salary of \$65, for workweeks of not more than 40 hours of work, the Administrator will consider that the employee is being paid the equivalent of \$30 for a 40-hour week and therefore is paid in accordance with the minimum wage requirements.

FDA Opens Tolerance Hearing; Government Witnesses Testify

The Food and Drug hearing on insecticide residues on fruits and vegetables was opened January 17, as scheduled, and government witnesses began presenting testimony bearing on the necessity for using insecticides for the control of pests.

First witness was Dr. F. C. Bishopp, Assistant Chief of the Bureau of Entomology and Plant Quarantine, and Director of Research, USDA. He was followed by Dr. B. A. Porter, in charge of the Bureau's Fruit Insect Control Division; E. J. Newcomer of Yakima, Wash.; and J. Fahey of Vincennes, Ind., also in the Division of Fruit Insect Control.

The interests of the canning industry at this hearing are being safeguarded through daily attendance by Association Counsel and technical experts from the N.C.A. staff. The purpose of the hearing is to establish

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Annual Reports Mailed

Copies of the *Secretary's Annual Report* for 1949 and the *Annual Report of the Research Laboratories, 1949*, were mailed this week to the office of each canner-member.

A Labor Department announcement explained that "the result will be to allow the employer to regard a \$130 monthly salary as resulting in an hourly rate of 75 cents for both minimum wage and overtime purposes."

The Administrator pointed out that "it has always been the Division's position that the 'regular rate' of an employee who is paid a monthly salary of \$130 is 75 cents an hour and that overtime, at not less than time and one-half 75 cents, should be paid for all hours worked beyond 40 in any workweek.

"While some months contain only 20 working days, and others 23, it is obvious that on an annual basis a weekly salary of \$30 and a monthly salary of \$130 both work out to the same figure of \$1,560 per year."

Tastes for Citrus Juices

Taste reactions of consumers to different blends of canned orange and grapefruit juices are shown in a report by the U. S. Department of Agriculture.

The report, "Consumers' Taste Reactions to Three Blends of Orange and Grapefruit Juice," is the result of a study conducted by the Bureau of Agricultural Economics. Cooperating were the Florida Canners Association, the Florida Agricultural Experiment Station, and the Florida Citrus Com-

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N.C.A. Program Sessions Feature Prominent Speakers On Sales and Production

The two-fold character of the 1950 Canners Convention will produce an almost constant stream of cannery men and women from Atlantic City next week, for meetings with brokers and distributors, production meetings with machinery and supplymen, and program sessions featuring discussions of both sales and production.

Members of the National Food Brokers Association are scheduled to arrive in Atlantic City first, beginning January 22, for N.F.B.A. business meetings. Then the Convention programs arranged by N.F.B.A. and N.C.A. will enable cannery men and women to be together, beginning January 24, without conflict of Convention meetings.

The huge Canning Machinery and Supplies Exhibit is scheduled to open

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Printed Convention Program, Telephone Directory Issued

The three sponsoring associations have had printed a Convention Telephone Directory and the National Canners Association has issued a Convention Program. Both will be distributed at Atlantic City next week for use at the 1950 Convention.

The N.C.A. Information Division supervised production of both publications.

The *Convention Program* lists cannery meetings, C.M.&S.A. meetings, social affairs, and carries a daily schedule of miscellaneous events to be held in Atlantic City during the period January 24-31.

The *Convention Telephone Directory* is an over-all directory listing the names of member firms and individuals of the National Canners Association, National Food Brokers Association, and Canning Machinery & Supplies Association, together with a fourth section listing other firms, individuals and agencies whose presence at the Convention has been arranged for by the three sponsor associations.

CONVENTION

National Preservers Assn. Announces Convention Agenda

The National Preservers Association, holding its annual convention January 25, 26 and 27 at the Marlborough-Blenheim Hotel, Atlantic City, announces as its convention theme "How to Make Money in the Preserve Business." In addresses at the general session Thursday morning, January 26, two speakers—Dan Rennick, editorial director of *Food Topics*, and Luke J. McCarthy, vice president in charge of marketing, Hearst Magazines, Inc.—will attempt to show how modern factual data and material can be used to construct intelligent sales quotas, set measured production targets, and demonstrate how to keep production geared to consumption. In the afternoon session, Ben Wood, Glass Manufacturers Institute, and Jim Nash, of the Jim Nash Studio, will give pointers on how preservers can improve the appearance and shelf-appeal of their products. A third speaker, Arthur C. Babson, will talk on business outlook.

The two general sessions of the N.P.A. meetings will be followed on Friday morning by a technical program covering discussions of preserve and orange marmalade standards, and other production details.

January 25

2 p. m.—Meeting of the officers and members of the executive committee
5-7 p. m.—Cocktail party, West Solarium, members of N.P.A.

January 26

9:45 a. m.—Morning session, Ocean Hall:
Presiding—Richard J. Glaser, president
Opening address of the president
Appointment of Nominating Committee
Introductions

Report of the Washington office
Talk: "Swapping Information"—Dan Rennick, editorial director of *Food Topics*
Talk: "Planning, Selective Selling and Sales Control in Our Changing Economy"—Luke J. McCarthy, vice president in charge of marketing, Hearst Magazines, Inc.

2 p. m.—Afternoon session, Ocean Hall:
Presiding—Richard J. Glaser, president

Report of Nominating Committee

Talk: "Merchandising Preserves"—Ben Wood, Glass Manufacturers Institute

Talk: "The Personality of Package Design"—Jim Nash, Jim Nash Studio

Talk: "The Profit Motive in Business—Business Outlook"—Arthur C. Babson, vice president, Babson's Reports, Inc.

January 27

10 a. m.—Technical session, Ocean Hall:

Presiding: E. E. Meschter, chairman, N.P.A. Technical Committee

Subject: USDA Standards for Grades for Preserves—C. B. Clarke, The Crosse & Blackwell Company

Subject: USDA Standards for Grades for Orange Marmalade—Leonard S. Fenn, USDA

Round Table Discussion—Subjects: Progress in Research, Rapid Thawing of Fruits, Advances in the Use of the Spreadmeter, Methods of Controlling Soluble Solids, Handling Liquid and Dry Sugars

Through Convention Pullmans

Approximately 100 through Pullman cars to convey Convention delegates through to Atlantic City without a change at North Philadelphia have been guaranteed by the Pennsylvania Railroad, according to advices received from E. M. Holt, general passenger agent, by S. G. Goralsine, chairman of the Convention Planning Committee that worked on transportation details. Through Pullmans, operating from January 22 to 27 inclusive are being operated from the following points:

Wichita, Minneapolis, Salt Lake City, San Antonio, Chicago, St. Louis, Detroit, Cleveland, Cincinnati, Indianapolis, Nashville, Birmingham, Huntington, W. Va., Charleston, W. Va., Washington, D. C., New York, and Montreal—a total of 17 cities.

Traymore Social Facilities

The Traymore Hotel, headquarters hotel for the National Canners Association, has announced that it will open its Submarine Room nightly from 9 p. m. to 2 a. m., January 23 to January 28, inclusive, for the benefit of canners and other Convention delegates. Assistant Manager Robert C. Walker informs the Association that feature attractions will be an orchestra and two floor shows nightly.

1950 Canners Convention

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formally on January 27, at which time brokers and canners' sales departments vacate hotels and canners' production departments and machinery people begin to fill the hotel space then being vacated.

The canners' program-builders have booked speakers and attractions adapted to the two-fold character of this year's Convention.

Merchandising Program

The first session Saturday morning will deal with merchandising and distribution and will present as chief guest speaker Franklin J. Lunding of Chicago, president of Jewel Tea Company, title of whose address is "Mrs. America Is the Monopolist in the Food Business." His speech will be followed with remarks by J. C. Whetzel, president of the Canning Machinery & Supplies Association, and by annual items of N.C.A. business—the report of the Nominating Committee, to be made by Chairman H. F. Krimendahl and the election of 1950 officers and directors.

Secretary Sawyer Chief Speaker

A special general session will follow immediately and will deal with the general economic situation. This special session will present The Honorable Charles Sawyer, Secretary of Commerce, in an address entitled "Business and the Consumer." It also will be held in the Ballroom of the Public Auditorium and will begin at approximately 11:45 a. m.

Distinguished Speakers Booked for Sunday Afternoon

The Sunday afternoon general session on January 29 will stress production matters and the speakers who will appear are leading figures in industry and science—Clarence B. Randall of Chicago, president of the Inland Steel Company, and Dr. Detlev W. Bronk of Baltimore, chairman of the National Research Council and president of The Johns Hopkins University.

Considered the strongest second day session the N.C.A. has ever scheduled, members of the Convention Committee are urging all canners to avail themselves of the opportunity to hear these respective messages. In a speech entitled "Breakers Ahead," Mr. Randall, whose public utterances have commanded wide attention, will give his hearers the benefit of his experience and know-how in industry management. Dr. Bronk, on the subject "Sci-

ence for Survival," will convey the type of message that has brought him to the forefront in realms of research and practical science.

This session will close with the report of the Resolutions Committee by Chairman Ralph O. Dulany and the installation of the 1950 officers-elect.

Technical Conferences

On Saturday afternoon, January 28, Canning Problems, Raw Products and Fishery Products conferences will be held in Convention Hall.

At the Canning Problems Conference, the Laboratories will present a program dealing with cannery safety and with dielectric heating, with papers presented by authorities in these respective fields, and will show a film depicting the activities of the Food and Drug Administration in enforcement of the Food, Drug and Cosmetic Act.

The Raw Products Conference that afternoon will deal with federal-state grades as a method of purchasing tomatoes for processing, with viewpoints by speakers representing both government and industry, and will feature an address on the residue problem from the standpoint of the entomologist.

Those present at both the Canning Problems Conference and the Raw Products Conference will join forces at 4 p. m. in a special session on the current Food and Drug hearing on insecticide residues. They will be addressed by the Association's Chief Counsel, H. Thomas Austern, on "Effective Participation of Canning Technologists in Federal Food and Drug Hearings."

The Fishery Products Conference will feature a discussion of the Hoover Commission's fishery recommendations from the point of view of the several interests affected and a report by Dr. E. J. Cameron of the Association's Washington Laboratory on "New Information on Essential Amino Acid Content of Canned Fish."

A second Raw Products Conference is scheduled for Sunday morning, January 29, at which authorities will present statements on the breeding and development for processing of pea varieties, snap beans, and lima beans, to be discussed in three separate panels.

The final program session of the Convention will be held on Monday morning, January 30, when a Special Corn Canners Meeting will convene under joint auspices of the National Canners Association and the Corn

Canners Service Bureau. Papers, reports and panel discussions will deal with trends and relationships in marketing and consumption of this product, merchandising efforts, breeding and development of hybrids, borer control, and report on harvesters.

At the conclusion of this program the Corn Canners Service Bureau will hold its annual business meeting and election of officers.

Directors Meeting Plans

The Convention meeting of the Association's Board of Directors will be handled differently this year. It will consist of two sessions: the first a closed executive meeting Friday morning, January 27, in the Rose Room at Hotel Traymore, dealing with Association business only; the second, an open public meeting in the afternoon, stressing subjects of general concern to the industry. This will be highlighted by an address by Mr. Austern on "The Washington Scene." For the open session all Convention delegates—brokers, buyers, and canners will be welcome.

Convention Details

The 1950 Convention is departmentalized, with its first period, January 22 to 27, known as the National Food Sales Conference, co-sponsored by the N.C.A. and the National Food Brokers Association, permitting time for contacts among canners, brokers and buyers; the second period, January 27 to 31, known as the Food Congress on Production, dealing with production matters and including the exhibit of the Canning Machinery & Supplies Association. The production period is co-sponsored by N.C.A. with C. M. & S. A.

Forthcoming Meetings

January 22-31—Annual Conventions of National Canners Association, National Food Brokers Association, and Canning Machinery & Supplies Association, Atlantic City, N. J.
 January 23-24—Canadian Food Processors Association, Annual Convention, Ritz-Carlton Hotel, Montreal
 January 28-31—National-American Wholesale Grocery Association, Annual Convention, The Ambassador, Atlantic City, N. J.
 January 31-February 3—National Association of Frozen Food Packers, Annual Convention, Congress Hotel, Chicago
 February 9-10—Ozark Canners Association, 42nd Annual Convention, Colonial Hotel, Springfield, Mo.
 February 13-14—Tennessee-Kentucky Canners Association, Annual Meeting, Andrew Jackson Hotel, Nashville, Tenn.
 February 15-17—Indiana Canners and Fieldmen's Conference, Purdue University, Lafayette
 February 16-17—Minnesota Canners Association and University of Minnesota, Canners and Fieldmen's Short Course, Hotel Radisson, Minneapolis

March 9-10—Canners League of California, Fruit and Vegetable Sample Cuttings, Fairmont Hotel, San Francisco, Calif.

March 10-11—Utah Canners Association, Annual Convention, Hotel Utah, Salt Lake City

March 12-14—Northwest Canners Association, Annual Meeting, Multnomah Hotel, Portland, Ore.

March 20-21—Canners League of California, Annual Convention, Biltmore Hotel, Santa Barbara, Calif.

PROMOTION

Kraut and Frankfurter Week

The Can Manufacturers Institute, American Meat Institute and National Kraut Packers Association plan to conduct consumer promotion campaigns on canned sauerkraut and canned frankfurters in connection with National Kraut and Frankfurter Week, February 2-11. All three organizations are alerting consumers on the interesting menu possibilities for these products, and canners are being urged to tie in with this national campaign in every way possible.

Canned Tomato Campaign

Sales of canned tomatoes are being promoted by the Can Manufacturers Institute in a number of radio broadcasts during January. Programs are planned from Atlantic City and Bridgeton, N. J., during the Canners Convention.

The programs remaining to be broadcast: Over WTTM, Trenton, N. J., at 2:30 p.m. January 23, and over WILM, Wilmington, Del., at 1:30 p.m. January 24. Broadcasts already have been made this month over the following stations:

WBOC Salisbury, Md.	KYW Philadelphia, Pa.
WFBR Indianapolis, Ind.	WEEU Reading, Pa.
WFBR Baltimore, Md.	WGAL Lancaster, Pa.
WKBO Harrisburg, Pa.	WORK York, Pa.

FDA Tolerance Hearing

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tolerances for insecticide residues on fresh fruits and vegetables.

Factual reports of progress of the hearing, including summaries of testimony bearing directly on the use of insecticides on fruits and vegetables used as canning crops, will be issued at regular intervals. The first of these reports will be published in the next regular issue of the INFORMATION LETTER.

RAW PRODUCTS

Price Support Program

Price support for 1950-crop dry edible beans will be available to farmers who plant within acreage allotments to be announced at a later date, according to the U. S. Department of Agriculture.

The CCC board of directors has decided there will be no price support for 1950-crop dry edible peas.

USDA Reports on Topcrop

Because of disease resistance and other characteristics, Topcrop is said to be the best variety of snapbean available for commercial use in many big producing areas, the U. S. Department of Agriculture reports.

Topcrop was developed by Dr. W. J. Zaumeyer, in charge of bean and pea breeding at the USDA Plant Industry Station, who will lead a panel discussion on "The Breeding and Development of Snap Beans for Processing" at the 1950 Canners Convention. Topcrop is a 1950 gold medal winner among All-America selections.

USDA'S release stated, in part:

"Topcrop is a sister variety to Rival, introduced by the Department in 1947. Tests over a six-year period show Topcrop does well under a wide variety of conditions and that strong plants will develop even in areas of somewhat adverse weather. Beans are ready to pick in 48 to 50 days. The plants are about 15 to 16 inches high and have a spread of about 23 inches. The pods are 5 to 6 inches long, 7/16 inch wide, and are round. Most of the crop is produced in a short period—an important advantage in commercial production.

"The new bean is a heavy yielder, largely because of its resistance to two important virus diseases—common mosaic, found in all bean-growing areas, and New York 15 mosaic, troublesome in bean seed areas of the West. Tests show that in many states it yields nearly twice as well as such leading varieties as Tendergreen (40 percent of all snapbeans in the U. S.), Stringless Black Valentine, and Landreth Stringless Greenpod. It averaged 4.9 tons of green beans to the acre in tests conducted in 23 states compared with 2.7 tons and 2.0 tons average for Tendergreen and Stringless Black Valentine, respectively.

"Tests over several years show Topcrop good for canning and freezing; processors rate it high in color, flavor, and texture. Because of resistance to several mosaic diseases, pods are smooth and unblemished. The committee for All-America selections

called it 'the highest quality snapbean for the table, for canning, and for freezing.'

Corn Acreage Allotments

The allotment for the commercial corn-producing area in 1950 has been set by the Department of Agriculture at 46,246,973 acres, a reduction of more than 11 million acres from 1949 plantings, USDA has announced.

Plantings in 1949 were 57,579,000 acres in the commercial area and 87,910,000 acres in the country as a whole, USDA said. The downward adjustment thus will be about 12.9 percent from 1949 nationally and about 19.7 percent in the commercial area.

Plantings within individual acreage allotments will be a condition for price support, the announcement stated.

RESEARCH

Annual Report of BAIC

The annual report of the Bureau of Agricultural and Industrial Chemistry, USDA, cites the development of frozen orange and lemon purees, now made commercially in California by methods worked out in BAIC laboratories (see INFORMATION LETTER of May 28, 1949, page 218).

These are cited in the report as food products of increasing interest to bakers, dairies and beverage manufacturers. They promise to join frozen concentrated orange juice, an earlier development of cooperative research by the Florida citrus industry and BAIC, as successful new outlets for the nation's citrus crop, it is reported.

Report on Insect Control

The results of continued intensive research to devise new and more effective ways to control the insects that cost the American public no less than \$4,000,000,000 annually are discussed in the annual report of Dr. P. N. Annand, chief of the Bureau of Entomology and Plant Quarantine.

Progress included the development of new insecticides and new methods for controlling insects; improvements in equipment, especially with regard to the utilization of aircraft in large-scale operations; and the application of measures to provide more adequate protection to this country against foreign pests.

Tastes for Citrus Juices

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mission. The research was financed by Research and Marketing Act funds.

It was found that most consumers were not able to detect taste differences caused by varying the proportions of orange and grapefruit juices as long as the changes were kept within certain limits. Blends of orange-grapefruit containing 40, 50, and 60 percent of orange juice are almost equally acceptable to consumers. And there are no important differences in the attitudes of consumers from northeastern, southern, and western areas of the country, according to the study.

More than half the consumers surveyed used either canned orange juice, canned grapefruit juice, or canned blends. Most of those who used canned citrus juices served them at least once a week.

More of the families used canned orange juice than the other two juices. And they served orange juice more often than they served canned grapefruit or the canned blends. Canned orange juice has its appeal in its flavor and taste. Those who liked canned grapefruit juice and blends say it is appetizing and healthful, the survey showed.

PUBLICITY

School Magazine Reviews Child Nutrition Program

In the December issue of *School Management* appears an article, "Food Habits can be Improved." Miss Mary Farnam, school lunch editor, emphasizes the need for constant improvement in the nutrition habits to bring about health improvement of everyone in the United States.

Miss Farnam cites: "Of course, the best place to start is with the children at the youngest age possible, because they are the adults of tomorrow. Logically the school is the place to teach good food habits, and the school cafeteria offers a natural workshop."

In discussing methods by which the nutrition program has been accelerated, the author states:

"Large and small companies, manufacturing or processing food, compiled and offered free to their public volumes of practical, factual, usable material of help to the housewife, the teacher, the cafeteria manager, and

everyone else who was interested. Most of these companies have a trained home economist with a corps of trained assistants who spend all their time testing and then telling this nutrition story.

"Groups of companies, in similar types of business, have formed institutes to consolidate their research and the distribution of information. Typical of such groups are the Dried Fruit Research Institute, The National Meat and Livestock Board, The Poultry and Egg National Board, The National Dairy Council, The American Baking Institute, The Cereal Institute, The National Canners Association, and The Millers' National Federation.

"Some of these organizations point their information directly to the housewife and the small consumer. Others also furnish material designed for use in schools and large food service organizations. Whatever the method and whatever the media of furnishing this information, it indicates a tremendous realization of the importance of correct food habits for everyone and a sincere effort to help educate people of all ages."

The article continues with explanations of various studies of school feeding programs.

School Management magazine is distributed to teachers, principals, and school lunch supervisors. It has a circulation of over 31,000.

PERSONNEL

G. B. Rollins Retires

Gleason B. Rollins, superintendent of the Stokely plant in Hart, Mich., and a canning industry executive for the past 30 years, has announced his retirement effective January 1. Mr. Rollins is widely known in the canning industry. He is a past president and a past secretary and treasurer of the Michigan Canners Association, and has held several offices in the N.C.A.

E. D. Burgess in Control Work

Emory D. Burgess, U. S. Department of Agriculture entomologist, has been appointed assistant to Dr. W. L. Popham, assistant chief, Bureau of Entomology and Plant Quarantine, in Charge of Control Operations, it is announced by Dr. P. N. Annand, chief of the Bureau. Mr. Burgess will participate in the direction and development of the operations carried on by the Bureau in cooperation with State and local agencies to eradicate or control outbreaks of insect pests and plant diseases.

New Association Members

The following firms have been admitted into membership in the Association since December 3, 1949:

Aughinbaugh Canning Co., P. O. Box 196, Biloxi, Miss.

Bangor Packing Co., Foot of California St., Everett, Wash.

Dwan's Home Canning Co., St. Joseph, Mich.

Fruit Processors, Inc., 1207 Ann St., St. Joseph, Mich.

Green Island Packing Co., Rockland, Me.

Home Style Food Products Co., Inc., Industrial Lane, Waterloo, N. Y.

R. W. Jones Canning Corp., Carthage, Ind.

King Pharr Canning Operations, Inc., P. O. Drawer 131, Laurel, Miss.

Maine Sardine Co., 99 Hudson St., New York 13, N. Y.

Moultrie Canning Co., Moultrie, Ga.

The Ploeger-Abbott Co., Darien, Ga.

Stoddard Brothers, Inc., 501 Windsor St., Hartford, Conn.

Washington Packers, Inc., P. O. Box

1192, Tacoma, Wash.

Calif. Processors and Growers

The California Processors and Growers, Inc., has elected the following officers for 1950:

President—G. A. Filice, Filice and Perrelli Canning Co., Inc., Richmond; vice president—R. G. Lucks, California Packing Corp., San Francisco (reelected); and manager and secretary-treasurer—John W. Bristow, Oakland (reelected).

Utah Canners Association

The Utah Canners Association has elected the following officers for 1950:

President—Joseph F. Barker, Utah Canning Co., Ogden; vice president—Wesley Jense, Pleasant Grove Canning Co., Pleasant Grove; secretary-treasurer—Harvey F. Cahill, Ogden (reelected).

Calpak Advances Wainwright

W. Earle Wainwright has been promoted by California Packing Corporation to be manager of its Eastern Division, effective January 1. His office will continue to be at Wedesboro, N. J. J. Oscar Hunt, who previously held that position, retired at the end of the year.

PROCUREMENT

Army To Use Dehydrated Foods

A new program of the Army's Quartermaster Corps provides for limited consumption of 12 dehydrated food items by troops both in the United States and overseas. Among the dehydrated foods to be reintroduced in troop feeding will be white potatoes and apples, once a month; sweet potatoes, seven times a year; cranberries, five times a year; cabbage and carrots, four times; beets, three times; and bean soup, chicken noodle soup, and pea soup, twice a year.

The use of dehydrated foods is designed to encourage improvement of these products and to prepare for any emergency that might require their use as an important factor in troop feeding, an announcement stated.

Preference to Small Business On All Government Contracts

A policy giving preference to small business concerns and to business generally in distressed employment areas, where equal low bids are received on military contracts, has been adopted by the Army, Navy, and Air Force, the Munitions Board has announced.

This action was taken to give further impetus to the policy expressed by Congress that a fair share of military procurement of supplies and services be placed with small business. A similar policy for use by other government departments has been announced by the General Services Administration.

Preference in accordance with this policy, an announcement said, will be based on the following factors:

"1. In the case of equal low bids, one of which is submitted by a small business concern, award will be made to the small business concern. Where two or more equal low bids are submitted by small business concerns, awards will be made by a drawing by lot limited to those concerns.

"2. Where two or more equal low bids are received from small business concerns, one of which is submitted by a bidder who will perform the contract in a distressed employment area, award will be made to the small business concern in the distressed area.

"3. Where two or more equal low bids are submitted by small business concerns in a distressed employment area, award will be made by a drawing by lot by these concerns.

"4. Where two or more equal low bids are received, one bid being from a small business concern not in a distressed employment area and the other being from a bidder who, although not a small business concern, will perform the contract in a distressed employment area, award will be made to the latter.

"For the purposes of this policy, a small business concern is defined as a concern whose aggregate number of employees, including its affiliates, is less than 500. Equal low bids are defined as two or more bids that are equal in all respects, taking into consideration the cost of transportation, cash discounts, and other factors."

Invitations for Bids

Quartermaster Purchasing Office—111 East 16th Street, New York 3, N. Y.; 1819 West Pershing Road, Chicago 9, Ill.; Oakland Army Base, Oakland 14, Calif.

Veterans Administration—Procurement Division, Veterans Administration, Wash. 25, D. C.

The Walsh-Healey Public Contracts Act will apply to all operations performed after the date of notice of award if the total value of a contract is \$10,000 or over.

The QMC has invited sealed bids to furnish the following:

CANNED MUSHROOMS (Fancy)—1,992 one-lb. cans, f.o.b. destination. Bids due at Oakland under Bid No. QM-04-498-50-112 by Feb. 1.

The Veterans Administration has invited sealed bids to furnish the following:

PURRED CARROTS—1,500 dozen No. 2 cans, f.o.b. destination. Bids due under invitation No. 156-S by Feb. 2.

CANNED RSP CHERRIES (Standard)—1,800 dozen No. 10 cans, f.o.b. destination. Bids due under invitation No. 156-S by Feb. 6.

CANNED (DIABETIC) PEACHES (Choice)—2,000 dozen No. 2 cans, f.o.b. destination. Bids due under invitation No. 157-S by Feb. 6.

CANNED APRICOTS (Grade D)—625 dozen No. 10 cans, f.o.b. destination. Bids due under invitation No. 158-S by Feb. 7.

APPLE BUTTER—2,300 No. 10 cans, f.o.b. destination. Bids due under invitation No. 159-S by Feb. 7.

GRAPE JELLY—650 dozen No. 10 cans, f.o.b. destination. Bids due under invitation No. 160-S by Feb. 8.

CANNED SARDINES—1,500 dozen 1-lb. oval (vegetable oil) or 1,500 dozen 1-lb. talls (natural oil), f.o.b. destination. Bids due under invitation No. 161-S by Feb. 8.

PUBLICATION

Guide to Exporters

Information important to American businessmen who plan to enter the import or export field is contained in *Guides for New World Traders*, a booklet issued by the Office of International Trade, U. S. Department of Commerce. Copies are available for 10 cents each from the Government Printing Office.

November Canned Meat Pack

The pack of canned meat processed in "official establishments" during November, 1949, as reported by the U. S. Department of Agriculture, is shown below:

Canned Meat and Meat Products Packed by Official Establishments, November, 1949*

	3 lbs. Under & Over 3 lbs.	Total
	(in thousand pounds)	
Luncheon meat.....	17,031	11,767
Canned hams.....	14,841	395
Corned beef.....	900	7,184
Chile con carne.....	700	12,806
Vienna sausage.....	140	4,589
Tamales.....	91	5,783
Meat stew.....	17	3,182
Others.....	2,167	24,828
Total.....	36,811	68,535
	105,346	

* Columns do not add to totals shown in all cases since rounded figures are used.

Poultry Canned in November

The quantity of poultry canned or used in canning during November totaled 11,566,000 pounds, it is reported by the Bureau of Agricultural Economics. This was 8 percent less than the quantity used in November of 1948.

DEATH

Charles W. Griffin

Charles W. Griffin, 82, one of the founders and active organizers of the California Packing Corporation, died last month at his home in Alameda, Calif. With his brother he had operated the Griffin & Skelley Company, one of the four firms that amalgamated to form the California Packing Corporation. He became a vice president of the new firm and was active in its management for many years.

STANDARDS

Grades for Pineapple Juice

Revised U. S. standards for grades of canned pineapple juice, which are the second issue, have been promulgated by the Production and Marketing Administration, USDA. The revised standards were published in the *Federal Register* of January 17 and will become effective 30 days following publication.

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